Michael Gritzbach

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EDUCATION

2020 - Present London Business School, United Kingdom

Reading for Masters in Analytics and Management

GMAT: 720

2019 - Present Beijing University (Yenching Academy), China

Reading for Masters in Economics, GPA 3.94/4.0

2020 - 2020 Higher School of Economics, St. Petersburg, Russia

Summer Program, EU-Russia Relations & Contemporary Russian Politics, GPA 3.83/4.0

2015 - 2019 Frankfurt School of Finance & Management, Frankfurt, Germany

BSc Management, Philosophy & Economics, GPA 85/100 (1,7)

Columbia University, New York City, United States of America

Visiting Undergraduate Student - Physics, Entrepreneurship, and Management

Harvard University, Cambridge, United States of America

Visiting Undergraduate Student - Politics and Russian

Massachusetts Institute of Technology, Cambridge, United States of America

Cross Registering Student (Harvard) - Computer Science, Computational Thinking, and Data Science

BUSINESS EXPERIENCE

2019 - 2020 IVY BRIDGE, Beijing/San Francisco, China/United States of America

Education Start-up teaching debate and public speaking

Curriculum Creator & Consultant

 Created initial public speaking curriculum and expanded product portfolio from debate coaching to public speaking camps with local Chinese partners across 3+ cities

2019 KPMG STRATEGY GROUP, Frankfurt, Germany

Summer Intern (2 months)

- Developed and implemented a comprehensive sustainability strategy material for a Fortune 500 Chem/Pharma company in an international consulting team later presented to client's C-Level
- Analyzed international smallholder farming situation and and "carbon capture, storage, and reuse" technology, building and presenting material used by managers for 3+ client presentations
- Presented results for 4+ project teams in 2 departments including IPO, acquisition, and M&A material

2019 CLARK GERMANY, Frankfurt, Germany

Award-winning German Insure-Tech Start-up

Strategy Student Intern (5 months)

- Implemented and trained an AI text recognition tool (OCR) with Clark's Head of Operations, advancing customer on-boarding processes and helping achieve prize-winning growth rate (87%)
- Improved sales processes by developing a new sales department strategy paper by analyzing Clark's 5 main competitors in close cooperation with Clark's COO and Head of Sales

2018 BERENBERG BANK, Frankfurt, Germany

Part-Time Intern Asset Management (4 months)

• Reduced process times by setting up a database for interconnected presentations about financial distribution, broker evaluation, and 1000+ RfP questions for Chief Operational Office team

2018 THE HARVARD CRIMSON, Cambridge, United States of America

Independent student newspaper with several hundred members and 2 Mio. USD revenue p.a. Business Associate – Strategy Board (7 months)

- Restructured the Crimson business model from print ads to service-based revenues by designing new conference products in cross-team collaboration, accounting for up to 20% of today's revenue
- Managing a team of 3 to streamline idea-finding processes by introducing an MVP procedure

ADDITIONAL INFORMATION

- Selected from ~5000 applicants to be one of 125 Yenching Academy Scholar's at PKU
- Board Member of Refugee NGO "Über den Tellerrand Kochen Frankfurt e.V." (2016)
- Holding a Konrad Adenauer Scholarship (form. Team speaker) and a Young Titans Fellowship
- Winning 2nd place at ECTC (Division 2 and 1) 2017/18 with Columbia/MIT Taekwondo teams
- Board Member of the German Chinese Association for Artificial Intelligence 2020
- Technical Skills: Python, R
- Languages: native German, fluent English, basic Russian, basic Chinese, basic Spanish